

Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 L-03 H-02 SAJ-01 AGR-05 CIAE-00 EB-07

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LIMITED OFFICIAL USE MOSCOW 18097

E.O. 11652: N/A

TAGS: EEWT,EWWT,UR

SUBJECT: DUNBAR-KAPPLE SIGNS TWO MILLION DOLLAR CONTRACT FOR
GRAIN HANDLING EQUIPMENT

USDOC FOR BEWT/USSR AND TDAD

REF: MOSCOW 13831

1. DUNBAR KAPPLE REGIONAL MANAGER INFORMED COMMERCIAL OFFICE
THAT HE SIGNED CONTRACT DECEMBER 17 WITH TEKHNOPROMIMPORT
FOR DELIVERY 40 VAC-U-VATORS FOR USE BY MINISTRY MERCHANT MARINE
IN GRAIN UNLOADING AND HANDLING AT SOVIET PORTS. TOTAL VALUE
OF CONTRACT JUST UNDER DOLS TWO MILLION (DOLS 1,913,766).
EQUIPMENT TO BE DELIVERED TO US PORTS FOR TRANSPORT TO USSR
IN FOUR STAGES BEGINNING JANUARY 15, 1976 AND ENDING MARCH 1,
1976.

2. WITH THIS CONTRACT DUNBAR KAPPLE HAS SOLD ABOUT DOLS 4
MILLION WORTH OF THEIR VAC-U-VATORS TO SOVIETS THIS YEAR.
PRESENT CONTRACT ALSO PROVIDES TEKHNOPROMIMPORT OPTION
TO PURCHASE ADDITIONAL VAC-U-VATORS AT SAME PRICE BEFORE
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MARCH 1, 1976, AND DUNBAR KAPPLE'S PRESIDENT WAS TOLD

DURING RECENT VISIT THAT THIS OPTION WOULD PROBABLY BE EXERCIESED FOR PURCHASE OF "SVERAL DOZEN" VAC-U-VATORS BY MINISTRY OF PROCUREMENT.

3. DUNBAR KAPPLE REP REQUESTS THAT REPORT OF CONTRACT SIGNING, AND IN PARTICULAR OF OPTION FOR FURTHER PURCHASE, BE KEPT CONFIDENTIAL.

4. COMMENT - ALTHOUGH DUNBAR-KAPPLE WAS NOT TOLD AT WHICH PORTS THEIR GRAIN UNLOADERS/HANDLERS WOULD BE USED, IT IS INTERESTING TO NOTE THAT DURING CURRENT NEGOTIATIONS MINISTRY OF MERCHANT MARINE SPECIFIED DIESEL RATHER THAN ELECTRIC POWERED MOTORS. DURING LAST MONTH'S BLIZZARD IN ODESSA ELECTRICAL FAILURE CAUSED MAJOR DELAYS IN GRAIN UNLOADING OPERATIONS (SEE MOSCOW 17272); DECISION TO OPT FOR DIESEL POWER MAY BE RESULT OF THAT EXPERIENCE. SPEED WITH WHICH CONTRACT NEGOTIATED AND TIGHT TIME TABLE FOR DELIVERY ARE UNDOUBTEDLY TESTIMONY TO DIMENSION OF PROBLEM SOVIETS FACING IN MOVING GRAIN THROUGH PORTS.
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